

Message Text

UNCLASSIFIED

PAGE 01 BONN 15757 291858Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----006838 301455Z /50

R 291852Z AUG 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 1426
AMCONSUL FRANKFURT
AMCONSUL MUNICH

UNCLAS BONN 15757

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - GATES ACOUSTINET, SANTA ROSA, CA

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

WSZ-ELECTRONIK GMBH
AKELEISTRASSE 43
D-8190 WOLFRATSHAUSEN B. MUENCHEN
CONTACT: HERR K. GREINER
PHONE: 08171/10041
COMMENT: COMPANY ESTABLISHED IN 1963, MANUFACTURES
AND WHOLESALES ELECTRONIC ACOUSTICAL PRODUCTS. NINETY
PERCENT OF FIRM'S OUTPUT IS SOLD TO SIEMENS AG.
COMPANY EMPLOYS 20 PERSONS. SATISFACTORY SALES, SOUND
FINANCIAL BACKGROUND. SUITABLE BUSINESS PARTNER.

AMCONSUL FRANKFURT COMMENT:
ACCORDING TO RELIABLE TRADE SOURCES, THE USE OF SOUND
CONTROL CABINETS FOR OFFICE EQUIPMENT HAS BEEN WIDELY
DISCONTINUED IN OUR DISTRICT AS A RESULT OF THE AD-
VANCEMENT OF LOW NOISE OFFICE MACHINES OF VARIOUS TYPES
IN RECENT YEARS. NO REPLACEMENT MARKET FOR NOISE
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CABINS OF ANY KIND IS ANTICIPATED; INSTEAD, POSSIBLE
END USERS WOULD RATHER INVEST IN NEW, NOISELESS MA-
CHINERY. -WITH REGARD TO FILLING THE REPORTEDLY LIMITED
NEEDS BY ELECTRONIC DATA PROCESSING EQUIPMENT USERS,
THE U.S. MANUFACTURER MIGHT WISH TO APPROACH SUCH U.S.
MANUFACTURING SUBSIDIARIES IN FEDERAL
GERMANY TO WHOM HE IS ALREADY THEIR STATESIDE

SUPPLIER. RELIABLE TRADE SOURCES CAUTIONED THAT THE
MARKET FOR SUCH EQUIPMENT TO EDP USERS IS VERY LIMITED
AND NOT EXPECTED TO OFFER SUBSTANTIAL SALES OPPORTUNI-
TIES IN WEST GERMANY.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
MEEHAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Copy: SINGLE
Draft Date: 29 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Litigation Codes:
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Message ID: d4b88457-c288-dd11-92da-001cc4696bcc
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Original Classification: UNCLASSIFIED
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Subject: ADS REQUEST - GATES ACOUSTINET, SANTA ROSA, CA DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE ONLY THE FOLLOWING PROSPECT(S)
TAGS: BEXP, GE
To: COM
Type: TE
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